



Jeff Martins, CEO of Brown & Brown Insurance of Seattle, a division of a wholly-owned subsidiary of Brown & Brown, Inc. (NYSE:BRO), a nationally recognized insurance intermediary, has announced a strategic alliance with TYRISCO, Inc., a locally-owned property and casualty brokerage firm. TYRISCO's President and CEO, L. David Tyner, III, notes that the relationship is historic in that it allows for a relatively small, local, minority-owned brokerage to work in a strategic relationship which provides significant marketing and growth opportunities for both firms.

TYRISCO, the largest African American-owned commercial lines brokerage in the Northwest, provides customized insurance services for its clients in both the public and private sector. TYRISCO was broker for the Seattle Monorail Project, which represented the largest public entity brokerage contract ever awarded a minority broker in the Northwestern United States. TYRISCO also provides commercial insurance services for Starbucks Coffee Company, non-profit entities, construction, architectural and engineering firms, as well as main street commercial lines business. The firm won the prestigious University of Washington's "Business of the Year Award" in 2002, and has received high marks for top line customer service from its clients. Mr. Tyner, who also serves on the Seattle Chamber of Commerce's Board of Trustees, is the Founder and Past President of the TABOR 100, a grassroots organization dedicated to identifying and empowering African American entrepreneurs in the Pacific Northwest, and Co-Founder and Past Chair of the African American Partners for Prosperity.

Mr. Tyner was recently appointed to AIG's National Minority Brokers Advisory Board, and is excited about AIG's increasing role in the "Green" Environmental arena.

Mr. Tyner believes this strategic alliance will "open doors" in providing access to larger public-private sector accounts in addition to their core main stream business clients." Brown & Brown's sophisticated infrastructure and marketing depth will create opportunities for both of our firms that were previously difficult to access," says Tyner. He is excited about the tremendous

opportunity this relationship will bring to both firms and gives credit to Jeff Martins for his vision in seeing the opportunity.

“I am very pleased to be working with someone of the caliber of David, and certainly admire both his commitment to the community and profession,” Mr. Martins noted.

Brown & Brown, Inc. and its subsidiaries offer a broad range of insurance and reinsurance products and services, as well as risk management, third- party administration, managed health care, and Medicare set-aside services and programs. Providing service to business, public entity, individual, trade and professional association clients nationwide, the Company is ranked by *Business Insurance* magazine as the sixth largest independent insurance intermediary in the United States, as well as in the World. The Company’s web address is www.bbinsurance.com.

This press release may contain certain statements relating to future results which are forward-looking statements, including those relating to continuing our revenue, earnings and operating growth, as well as identifying and consummating attractive acquisition opportunities. These statements are not historical facts, but instead represent only the current belief of Brown & Brown, Inc. and its subsidiaries (collectively the “Company”) regarding future events, many of which, by their nature, are inherently uncertain and outside of the Company’s control. It is possible that the Company’s actual results, financial condition and achievements may differ, possibly materially, from the anticipated results, financial condition and achievements contemplated by these forward-looking statements. Further information concerning the Company and its business, including factors that potentially could materially affect the Company’s financial results and condition, as well as its other achievements, are contained in the Company’s filings with the Securities and Exchange Commission. Some factors include: general economic conditions around the country; downward commercial property and casualty premium pressures; the competitive environment; the integration of the Company’s operations with those of businesses or assets the Company has acquired or may acquire in the future and the failure to realize the expected benefits of such integration; the potential occurrence of a disaster that affects certain areas of the States of California, Florida, Georgia, Michigan, New Jersey, New York, Pennsylvania, Texas and/or Washington, where significant portions of the Company’s business are concentrated; the actual costs of resolution of contingent liabilities; those factors relevant to Brown & Brown's consummation and integration of announced acquisitions, including any matters analyzed in the due diligence process, material adverse changes in the customers of the companies whose operations are acquired, and material adverse changes in the business and financial condition of either or both companies and their respective customers; and the cost and impact on the Company of previously disclosed litigation initiated against the Company and regulatory inquiries regarding industry and Company practices with respect to compensation received from insurance carriers. All forward-looking statements made herein are made only as of the date of this release, and the Company does not undertake any obligation to publicly update or correct any forward-looking statements to reflect events or circumstances that subsequently occur or of which the Company hereafter becomes aware.

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